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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE:
IMMEDIATELY

DECEMBER 1983 SALES FIGURES FOR COMMERCIAL HEAT TREATERS DECLINE 3.4% FROM NOVEMBER 1983 FIGURES

For the industry as a whole, December's billings are up 39.3% from December of the previous year.

For the year, 1983, total industry sales amount to $324.3 million, off 4.1% from 1982 sales of $338.1 million.

In December, seven districts of the industry recorded gains over November, 1982 sales.

A summary of percentage change by geographic regions follows:

	District	Dec.. 83 vs. Dec. 82	Total 1983 vs. 1982
1	New England (MA-RI-CT)	28.3	-0.7
2	Middle Atlantic (NY-NJ-E.PA-QUE)	25.2	1.6
3	South Central (W.PA-OH-IN-KY)	42.9	8.4
4	Michigan	109.7	29.4
5	Southeast (VA-NC-SC-GA-AL-TN)	41.1	4.3
6	North Central (IL-WI-MN-MO-IA)	45.2	-3.2
7	Pacific Coast (CA-OR-WA-B.C.)	22.5	-12.5
8	Southwest (TX-OK-AR-CO-AZ-LA)	-2.7	-47.0

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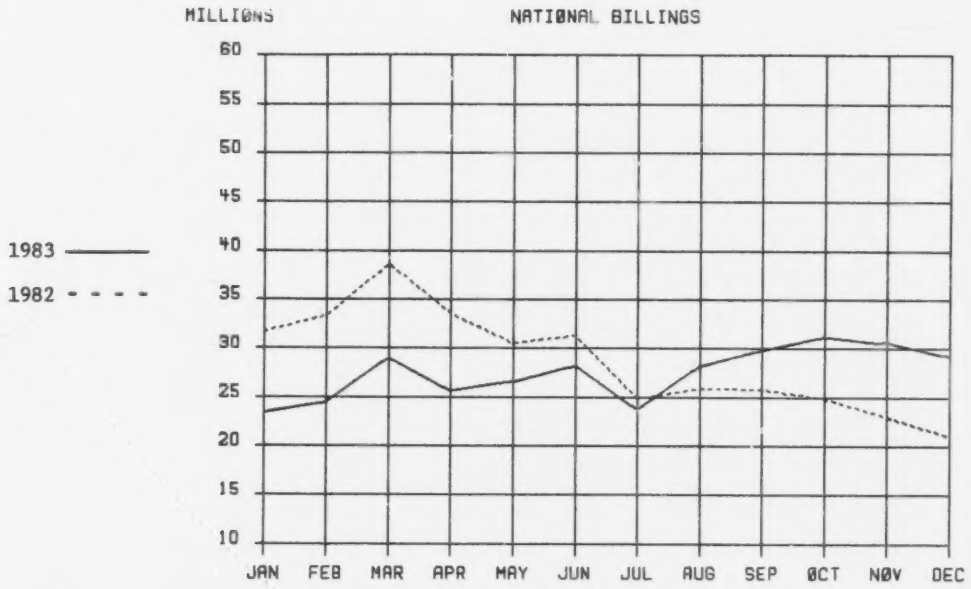
METAL TREATING INSTITUTE
1311 EXECUTIVE CENTER DRIVE, SUITE 200
TALLHAHASSEE, FLORIDA 32301
ANALYSIS OF NATIONAL BILLINGS
December, 1983

BILLINGS FOR MONTH

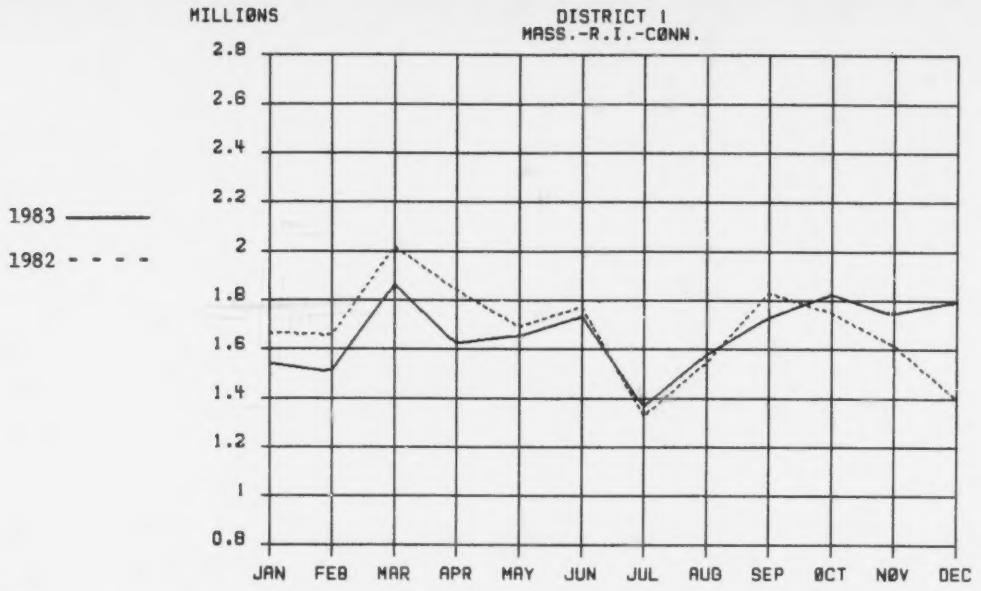
	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	21058.9	29338.3	39.3	100.0	100.0
Dist. 1	16	1398.8	1794.3	28.3	6.6	6.1
Dist. 2	41	3618.9	4529.6	25.2	17.2	15.4
Dist. 3	53	3307.3	4726.8	42.9	15.7	16.1
Dist. 4	28	2416.9	5068.6	109.7	11.5	17.3
Dist. 5	21	840.2	1185.5	41.1	4.0	4.0
Dist. 6	41	4136.0	6007.3	45.2	19.6	20.5
Dist. 7	35	3287.1	4027.5	22.5	15.6	13.7
Dist. 8	30	2053.7	1998.6	-2.7	9.8	6.8
Foreign	10					

BILLINGS TO DATE

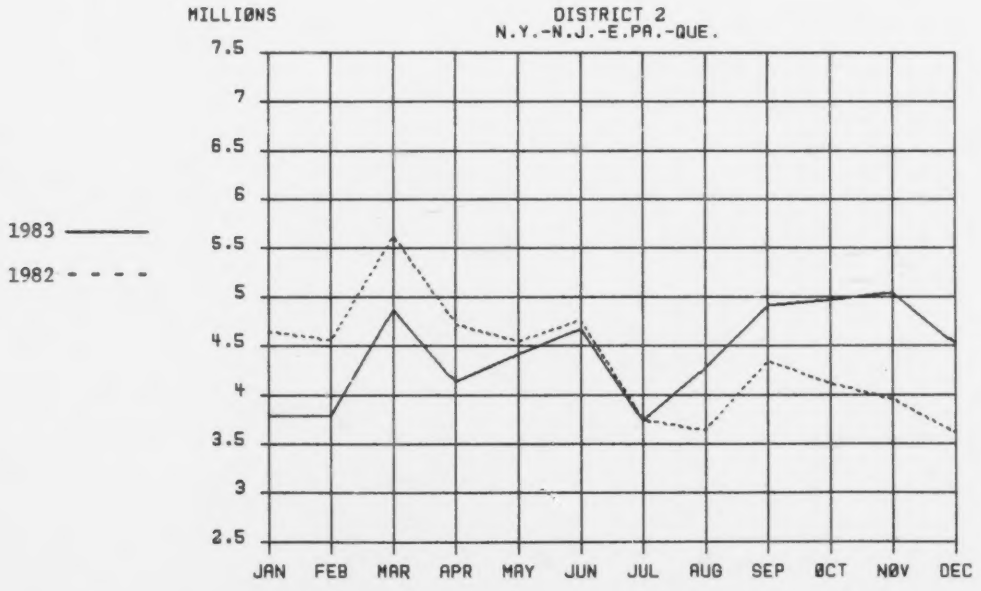
	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	338053.7	324324.2	-4.1	100.0	100.0
Dist. 1	20129.2	19978.5	-0.7	6.0	6.2
Dist. 2	49391.8	50374.3	2.0	14.6	15.5
Dist. 3	48567.3	53030.4	9.2	14.4	16.4
Dist. 4	38753.5	50150.9	29.4	11.5	15.5
Dist. 5	12809.1	13360.8	4.3	3.8	4.1
Dist. 6	68513.2	66303.8	-3.2	20.3	20.4
Dist. 7	53159.7	46354.0	-12.8	15.7	14.3
Dist. 8	46729.9	24771.4	-47.0	13.8	7.6



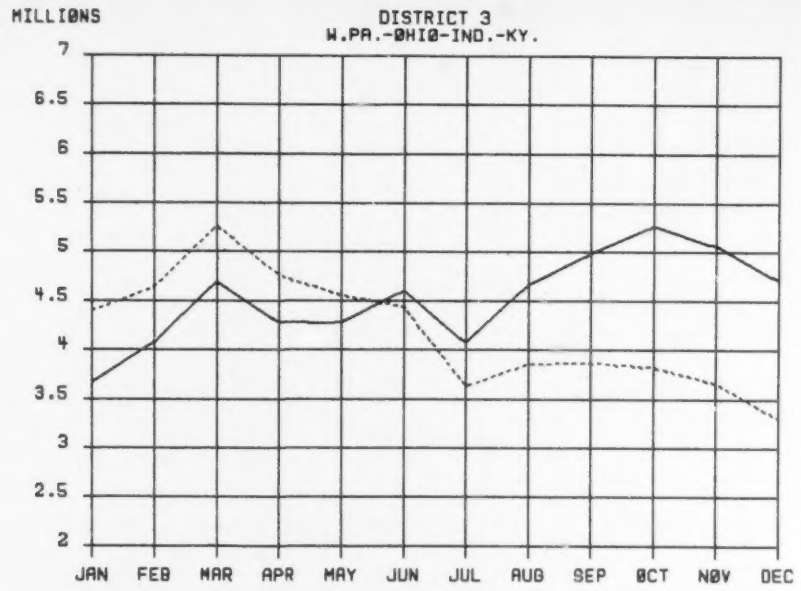
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	15.1	24.1	31.2	39.3
% Change	Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4	-10.3	-7.3	-4.1



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.5	-8.8	-7.7	-11.7	-2.2	-2.2	3.0	2.0	-6.9	4.2	1.9	28.3
% Change	Cumulative	-7.5	-8.1	-8.0	-8.9	-7.7	-6.8	-5.7	-4.8	-5.0	-4.1	-3.5	-0.7



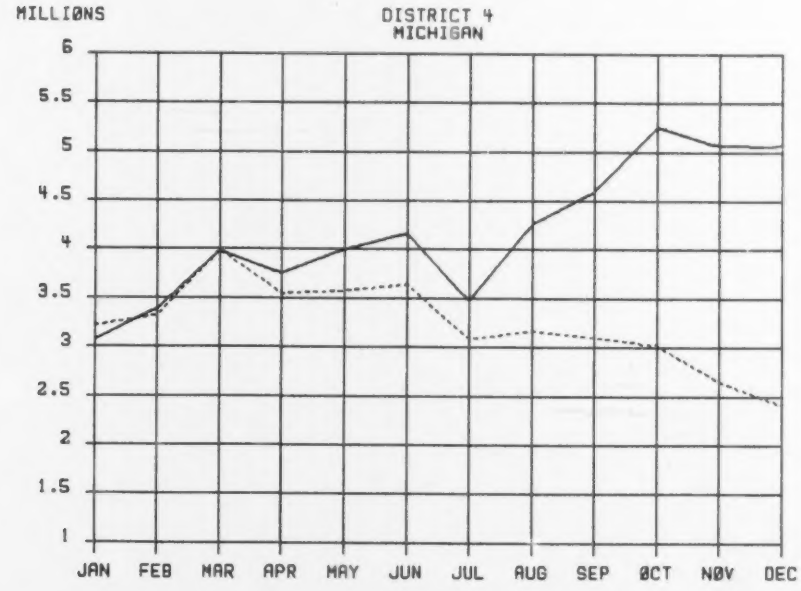
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-18.7	-17.0	-13.5	-12.4	-2.8	-1.8	-0.2	17.4	13.0	20.7	27.4	25.2
% Change	Cumulative	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.9	-7.1	-5.0	-2.6	-0.2	1.6



1983 ———

1982 - - - -

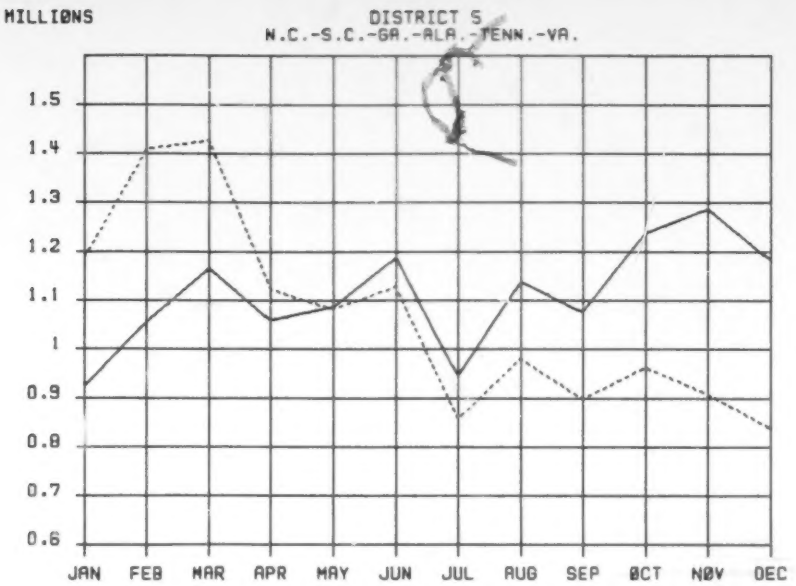
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-16.8	-12.2	-11.0	-10.0	-6.2	3.7	12.3	20.8	27.1	30.3	34.0	42.9
% Change	Cumulative	-16.8	-14.5	-13.2	-12.4	-11.2	-8.9	-6.4	-3.5	-0.5	2.2	4.9	8.4



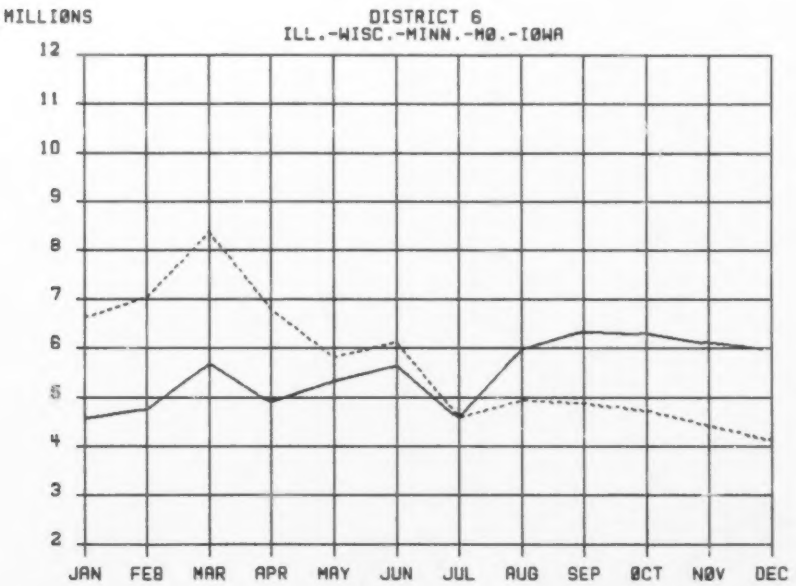
1983 ———

1982 - - - -

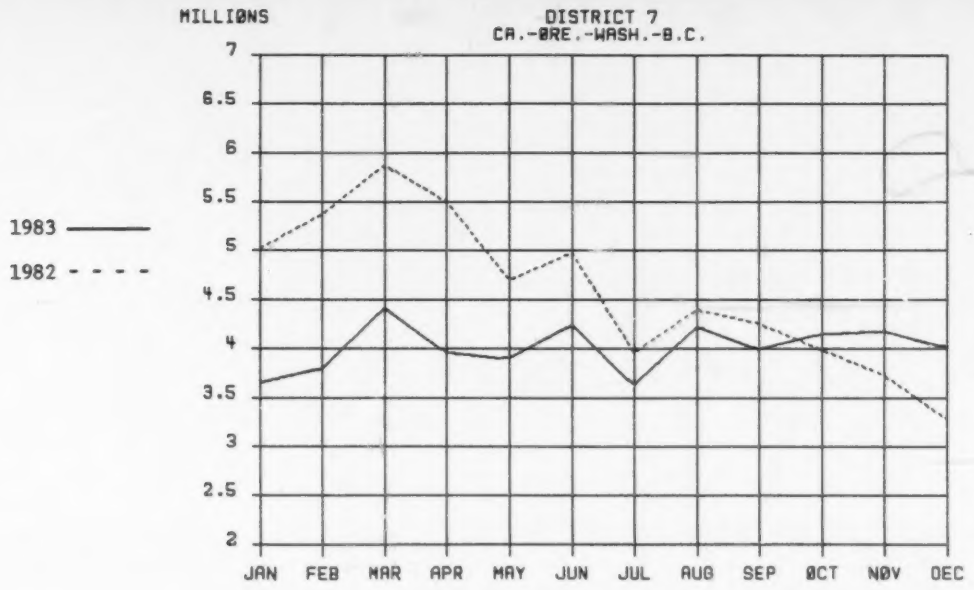
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-7.4	-1.1	-3.0	2.8	9.1	12.5	11.6	34.5	47.7	72.5	84.9	109.7
% Change	Cumulative	-7.4	-4.2	-3.8	-2.1	0.1	2.2	3.4	6.9	10.9	16.3	21.3	29.4



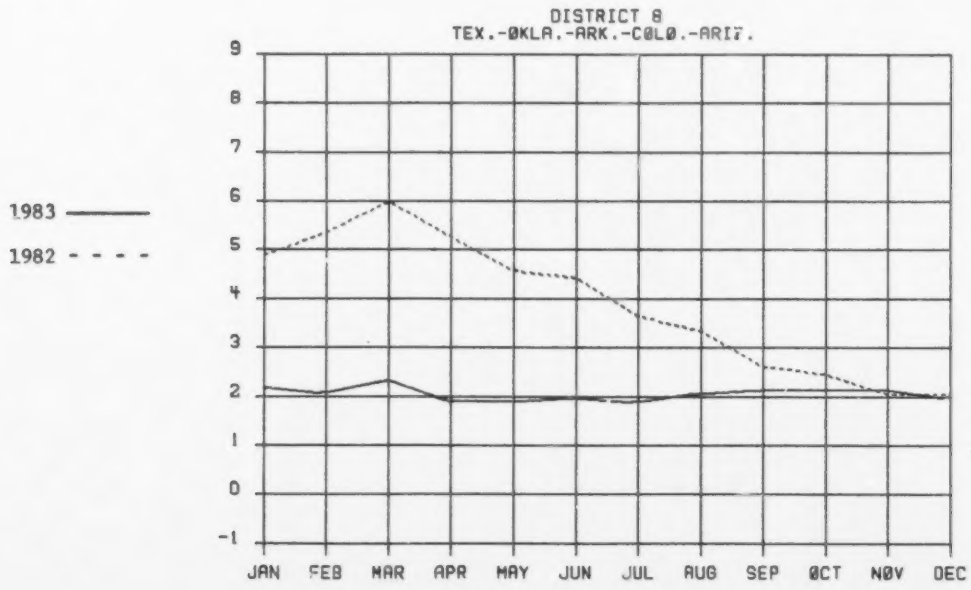
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-22.1	-25.0	-18.2	-5.6	0.4	5.4	10.3	16.1	19.9	28.5	41.7	41.1
% Change	Cumulative	-22.1	-23.7	-21.7	-18.2	-15.0	-11.9	-9.6	-6.8	-4.4	-1.6	1.7	4.3



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-30.9	-32.5	-32.0	-27.5	-8.5	-7.9	0.1	21.2	29.9	33.0	38.5	45.2
% Change	Cumulative	-30.9	-31.7	-31.8	-30.8	-27.0	-24.2	-21.7	-17.5	-13.3	-9.7	-6.3	-3.2



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-27.3	-29.4	-24.9	-28.0	-16.8	-14.7	-8.2	-3.9	-6.0	4.1	9.5	22.5
% Change	Cumulative	-27.3	-28.4	-27.1	-27.3	-25.5	-23.8	-22.0	-20.0	-18.7	-16.8	-14.9	-12.5



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-54.9	-61.1	-61.2	-63.7	-58.4	-55.6	-47.3	-37.8	-18.4	-13.1	3.4	-2.7
% Change	Cumulative	-54.9	-58.2	-59.3	-60.4	-60.0	-59.4	-58.1	-56.3	-53.8	-51.4	-49.1	-47.0